



## Clean Energy Businesses— Support for Entrepreneurs

**The Opportunity.** The National Alliance of Clean Energy Business Incubators, established in 2000 by the National Renewable Energy Laboratory (NREL), is an alliance of leading business incubators dedicated to providing business and financial services tailored to the needs of the clean energy community.

Developing and commercializing clean energy technology is a formidable task given the complexity and maturity of the energy market. Success requires more than a superior technology—it requires a solid business concept and plan, a seasoned management team, contacts and established relationships with suppliers and industry leaders, and access to capital.

Business incubators accelerate the growth and success of entrepreneurial companies through an array of business support resources. Our Alliance incubators provide a wide array of services that give their companies a strong competitive advantage over other clean energy start-ups. Access to advice from leaders in the energy community, in-house consulting, strategy reviews, financing referrals, introductions to potential partners, and marketing and PR aid are only a few of these services.

Incubators may also give clients access to appropriate rental space and flexible leases, shared office services and equipment, and the technology support services necessary for growth.

**The Network.** To assist clean energy entrepreneurs and support the Alliance, NREL has developed an impressive network of investors, energy experts, and industry leaders who stand ready to provide mentoring, financing, and introductions to the global energy community.

The Alliance is committed to strengthening its network and welcomes new energy companies, venture firms, angel investors, nonprofits, government organizations, and others committed to supporting the clean energy industry.

**The Alliance.** The Alliance is composed of 10 top business incubators from across the country:

- **Alabama** - BizTech and Business Innovation Center
- **California** - Environmental Business Cluster
- **Florida** - Florida/NASA Business Incubation Center at Brevard Community College managed by the Technological Research and Development Authority
- **Georgia** - The Advanced Technology Development Center (ATDC) at the Georgia Institute of Technology



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- **Massachusetts** - The Boston Technology Venture Center
- **New Mexico** - Technology Ventures Corporation
- **New York** - Albany NanoTech with Rensselaer Polytechnic Institute Incubator
- **Texas** - Austin Technology Incubator (ATI)

**How to Apply to an Incubator.** Each incubator has its own application procedure, which generally involves an evaluation of the entrepreneur's business proposition. The entrepreneur needs to demonstrate an innovative, technology-based product idea or business concept targeted to an identifiable market. For specific details on the application process, contact the incubators directly or visit their Web sites listed below.

**Associated Activities.** Entrepreneurs and network participants will also have access to:

**NREL Industry Growth Forums:** NREL's venture-style investment forums.

**Regional Investment and Networking Forums:** Hosted by member incubators.

**The Technologies.** The Alliance is ready to support a broad portfolio of clean energy technologies including—but not limited to—renewables, microturbines, fuel cells, power quality, energy efficiency, alternative fuels, transportation, and energy-related e-commerce and information technologies.

#### Network Participants.

This list is illustrative of the range and reach of our Network

Arete Corporation	ABB Power T&D Company	Adams, Harkness & Hill
American Electric Power	Bechtel Enterprises	BP Global Power Company
California Energy Commission	Cinergy Ventures	Connecticut Clean Energy Fund
EASENERGY (EDF Group)	DTE Energy Technologies	Merrill Lynch
Florida Power and Light Company	Nth Power	Pacific Venture Capital
RockPort Capital Partners, LP	SAM Equity Partners Ltd.	Saw Mill Capital, LLC
Sound Point Ventures	TransAlta Corporation	EnerTech Capital Partners

**Contact Information.** We welcome inquiries from clean energy entrepreneurs, incubators, and network collaborators. If you are interested in participating or learning more, please contact NREL representative Dr. L. Marty Murphy, manager of NREL Enterprise Development Programs, Golden, Colorado, at 303-275-3050, [lawrence\\_murphy@nrel.gov](mailto:lawrence_murphy@nrel.gov). Also, contact the incubators directly at:

#### *The Albany NanoTech – RPI Team*

##### **Albany NanoTech**

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##### **Rensselaer Polytechnic Institute Incubator**

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##### **Austin Technology Incubator**

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##### **Boston Technology Venture Center**

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##### **Florida/NASA Business Incubation Center**

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##### **Environmental Business Cluster**

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##### **BizTech**

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##### **Advanced Technology Development Center (ATDC) at Georgia Tech.**

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##### **Technology Ventures Corporation**

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##### **Business Innovation Center**

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See NREL's entrepreneurial Web site: [www.nrel.gov/technologytransfer/entrepreneurs/entrepreneurs.html](http://www.nrel.gov/technologytransfer/entrepreneurs/entrepreneurs.html)